

How to Build the Perfect Camp



Robert Thomson
By **BOB THOMSON**
State Organizer

*"Have gall enough in thy ink, even
though thou write with a goose
pen, no matter."*

Introduction by **CLAUDE T. RENO**, State President



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PREFACE

IT was at my suggestion that Bob. Thomson agreed to write a booklet setting forth his ideas upon "How To Build The Perfect Camp," and now that it is finished I admit, that I struck upon a bright idea. He has written a code to go by in simple words, and to the point, and it is my confident belief that his effort will produce great results in a much needed field, or where ever are gathered sincere workers who bravely tackle each week's battle with little hope for success. I feel sure that the best of us can get at least one idea that will benefit and increase the effectiveness of even the so called successful Camp, if such happens to be the state of the particular Camp in which we hold membership. He has particularly said, that this booklet is for the weak Camp, but in my opinion all our Camps have some weak point that should be corrected, and while it is impossible to lay down any set rules to go by, I am certain that the Camp, whether it is a strong, or a weak one, which incorporates in its character the many excellent ideas that "Bob" has herewith presented will be able to accomplish any task that it so determines. The truth is here, and those who look shall find it. Those who pass it by with but a glance will suffer loss. Those who consider it seriously, and read it carefully, bearing in mind that it comes from a man who speaks from experience will be rewarded for their effort in a store of knowledge that will help them to solve the problem that may have them staggering. Every word is wisdom that comes from contact with life itself in the weak Camp.

Ed. H. Nengel

Publisher.

INTRODUCTION

I have been thinking much lately about the future of our country. It seems to me that we are at a crossroads. We have made great progress in many ways, but we still have a long way to go. I believe that the only way to move forward is to embrace change and to work together. We must have faith in our country and in our people. We must have faith that we can overcome all our problems and build a better future for ourselves and for our children. I believe that we can do this if we only have the courage to face our challenges and the wisdom to choose the right path. I believe that we can do this if we only have the strength to stand together and the determination to see it through. I believe that we can do this if we only have the love to care for one another and the respect to listen to each other. I believe that we can do this if we only have the hope to believe in a better tomorrow. I believe that we can do this if we only have the faith to believe in ourselves and in our country. I believe that we can do this if we only have the courage to face our challenges and the wisdom to choose the right path. I believe that we can do this if we only have the strength to stand together and the determination to see it through. I believe that we can do this if we only have the love to care for one another and the respect to listen to each other. I believe that we can do this if we only have the hope to believe in a better tomorrow. I believe that we can do this if we only have the faith to believe in ourselves and in our country.

John F. Kennedy



CLAUDE T. RENO
Pennsylvania State President

INTRODUCTION

Twenty-two years of more or less intimate touch with the Patriotic Order Sons of America and particularly with its literature qualify me, I hope, to pronounce this pamphlet one of the best, if not the very best, contributions to our stock of helpful commentaries. Certainly, it is by far the most practical, the most suggestive, the most useful essay upon the operations of a camp that I have observed. It deserves to be widely read, carefully studied and conscientiously followed by our membership.

"Weak Camps" is a designation which, like charity, covers a multitude of sins. Camps differ in their weakness as the stars differ in their glory. Many apparently strong camps are strong only in mere externals. Their fine exteriors serve only to hide the dangerous canker

of inefficiency within. I know of camps that own magnificent buildings worth thousands of dollars and possess, in addition, thousands of dollars safely invested in income-producing securities. Yet they are weak camps—weak, woefully weak, because they are impotent as agencies for carrying forward the great, noble, patriotic principles of the Order. They are strong insurance societies but weak camps of an aggressive, a progressive, a militant patriotic Order.

The author of this pamphlet has accurately sensed the conditions which make a camp weak and keep it weak. But he is not a mere carping destructive critic. He offers a remedy—scores of remedies from the abundant stores of an experience such as few men of his age have had. For several years he has been at the very forefront of our patriotic vanguard. His marvelous work as an organizer has taken him into hundreds of camps and into intimate contact with their work. Comprehensive knowledge, keen faculties of observation, sound judgment, true insight, trained powers of forceful expression, youthful enthusiasm—these are the elements that enable him to offer the wholesome advice that is so generously afforded by these valuable pages.

I trust his work shall enjoy a wide circulation and that its influence will be altogether commensurate with its worth. I count it among the noteworthy achievements of my administration and I cannot better express my personal gratitude for its author than by urging our members to manifest an unstinted measure of appreciation for his work.

CLAUDE T. RENO,
State President.

HOW TO BUILD THE PERFECT CAMP

Procrastination—the Robber

AS we begin to operate upon the sick Camp, the first incision we must make is on the procrastinator. The Committee that puts off its work until next week and unblushingly reports "progress" each week. The Secretary who waits until he gets more time to attend to the duties of his office, who keeps putting off his correspondence until his correspondent loses all patience. Or any other doubter who wants to waste valuable time arguing whether this or that is right. Yes, away with all these hold-ups who are perpetually putting things off until another day. Old Father Time wants none of you, he refuses to even consider you, and unless you are willing to buckle in and make use of that which you are going to read stop right now—this booklet is not for you. It's for the man who has the "guts" to pitch in and do things. It's for the man who WILL and not for the man who THINKS he will.

Do it. Go to it. Pitch in and get through it.
The way to your goal is in plain sight, pursue it.
Hesitation won't shorten, or doubt reduce,
The distance or effort, so what is the use
Of hemming and hawing and wasting the clock
When each day has just so many hours in stock.
Today is the time. Do it now. Do it now.
Experience only can teach a man how
To handle his problems, and learn to prevail.
The timid, unconfident folk always fail.
Success is a habit of mind if you dare
And persist long enough you'll arrive anywhere.

—Herbert Kauffman
(?)

If the truth was known about the many different organizations and their subordinate lodges it would be learned that for the most part each one of the subordinate units do not have more than seven members. Oh, yes, it may be true that they have 70 to 700 members upon there lists, and seven thousand dollars in their treasuries, but the actual existence of their lodge is dependent upon seven faithful souls who never miss a meeting. We, as an organization like others, are striving to correct this unfortunate condition, and it must be understood that we, like the many others, are not different in this respect.

Why This Condition Exists?

The principal reason for this condition in our own order has often been stated upon various occasions, by hundreds of our leaders verbally, and in writing. You should know what it is, but do you? Therefore read the following carefully. TOO MANY OF OUR MEMBERS HAVE LOST THE IDEA WHY THIS ORDER WAS ORGANIZED, AND CONSEQUENTLY WE HAVE DEGENERATED INTO A SICK AND DEATH BENEFIT ASSOCIATION. The noble purpose of the founders of this Order was to formulate a National League of Americans, purely for the protection of American institutions, and for a whole-hearted self-sacrificing service in promulgating true doctrines of Americanism. To quote from the pens of others, "The Perfect Camp Is a Center of Community Interest," "A High School of Freedom," where the young American may come in contact with the older citizens of his home surroundings, and develop the ability, and fit himself for the tasks of citizenship that he will be called upon to tackle. IS YOUR CAMP DOING THIS? Others refrain from at-

tendance because of poor leadership. Often because, misplaced, and inefficient men control the destinies of a Camp. In a sense those who criticise such conditions are somewhat justified, but in the main are not deserving of much sympathy for their contentions, because the officers of a Camp are merely creatures of YOUR creation, and if the creatures of your creation are weak, how can you as the creator blame the creature? There are many other reasons why members do not come to Camp. Some can be corrected, some are not even worth considering. We can not afford the space for their recital, if you want to know what they are, go to the financial secretary. He knows and hears what they all are. The simple purpose of this booklet is to lend a helping hand to the tired "seven," before they become too tired and quit.

Getting the Proper Spirit

At a glance a locomotive is an astounding incomprehensible mass of wonderment. Many of us unfamiliar with the peculiarities of an engine never hope to understand them, yet an intelligent engineer with a fair command of English could both delight and astonish us with the simplicity of these complicated steel giants of power. The members of a weak Camp are simply a dissembled engine, disconnected, unbolted, scattered about, corroded and rusty, and as one would any public eyesore, people pass it by without so much as a glance except possibly one of scorn. Renewed hope will gather these parts together. Honest industry will scrape and clean off the rust. Sincerity will bolt and tighten the parts. Confidence will oil the joints. Pep will fire it and keep it moving, and persistent and constant labor will reap a harvest of new members.

A "Go To Camp" Drive

Are You Ready to Work?

If after you have read the above your mind is now prepared for the concrete plan we will begin operations. ANALYZE your membership. That is systematize them under the following classifications—

Make a list of all your members past 60 years of age.

Make a list of all members sick or employed at night.

Make a list of all members living out of town, and any others who may have a legal common sense reason for staying home, and set these lists aside.

The balance will constitute a large number who have no excuse whatever for not attending Camp. These are the men at whom you should point your guns. Bombard them with letters framed in the most persuasive and friendly language, or write them a trick letter to the effect that a certain something is going to happen at the next meeting of the Camp, or try out Camp 478's Trick letter found under "Tid Bits," in the back of this booklet, and then prepare yourself for one of those touching heart to heart talks, and at this meeting in the kindest manner explain to them the discouragements that you have been up against, and try to paint a word picture of the injustice upon their part in manifesting so scant an interest in the affairs of an Order which they took an oath to uphold. If this fails try a personal visit to each one of these back sliders, and there face to face in their own homes have it out with them. If they still refuse to respond your inactive members are indeed men who are beyond redemption, and your only hope now lies in the infusion of new blood.

What's the Matter at the Bottom?

First the "seven" must gather together some evening for an honest, fearless let the axe fall where it will, sort of an investigation into the very rock bottom causes for the failure of the Camp. A receivership must be appointed, and if it should be found that a certain individual is objectionable to the membership, or in ill favor with the public, or negligent, he must gently, but firmly be informed that HE must sacrifice himself for the greater interests of the Camp, and henceforth take and keep a back seat. Again the faithful seven must be willing to admit their own short comings and strong and willing enough to correct them. After you have cleaned house and analyzed the causes for the Camp's failure, and have decided upon certain reforms in the policy and general character of your Camp we are now ready for the next step. As we proceed, be careful not to complain that this or that which might be herewith suggested is entirely wrong, because "Oh, my we never did that before."

Getting Members by the Intelligent System

Gather yourselves together in a circle once again, and get right down to THINKING it over, and THINKING it out. How will we begin? The start is the easiest part of the game. If you happen to be living in a town with a population of five thousand people it's a safe bet to say that five hundred of that number are eligible to membership. Make a list of this five hundred. Each man contributing the names of all the people whom he knows, or get your list from a directory. Then arrange the said list according to the sections of the town in which they live. Hang this list upon the wall each meeting night.

Then have some good composer draw up a circular setting forth the principles and objects of the Order, taking extreme care not to REVEAL the name of the Order in this communication. Tell the prospect about the three classes of population of this country, namely the American-Americans, who are sincerely loyal to the institutions of this country; the Hyphen Americans who, although claiming to be American, is often in thought, and action more interested in the Country from which he emigrated; and the Traitor Alien, who advocates violence against the present form of Government in the United States. After presenting other arguments along this line close your letter with some pointed questions on whether he (the Prospect) does not realize the vital need of an unadulterated American born organization. REMEMBER YOU MUST NOT GIVE HIM THE SLIGHTEST INKLING THAT THE LETTER IS FROM THE P. O. S. OF A. This is a well known method used by many prominent business concerns who realize that in order to hold the attention of a prospective buyer, and get him thinking seriously about the article they are trying to sell, they must arouse his CURIOSITY. You can readily see the logic in this suggestion, when you consider that anyone who receives a letter which first of all announces that it is the P. O. S. of A. writing immediately comes to the conclusion that the Order is "such and such" according to the opinion which he had hitherto held, and no amount of argument or persuasion would succeed in changing his mind, no matter how erroneous it may be. It may be advisable to send several preliminary communications of this character, prior to carrying out the further details of this plan. Then start your drive. Each man of you "the famous seven," take seven names each from the list of five hundred, whom you think are probable

candidates. You will have seven days to work upon your list before the next Camp meeting. See your first man say, Monday, be supplied with some up-to-date P. O. S. of A. literature and give him a portion of it. Then see your next man, the next day, and do the same thing with him. Now comes the complications. This is Tuesday, and it is time for you to go back and see your first man, and now you are to ask him this simple question: "What do you think of that literature?" His answer will be that it is all right. At that time have a proposition card ready to present to him, and tell him that the only practical thing left for him to do is to sign up. Follow this plan out each day for a week and you will have seven propositions, and at the same time will not be exhausted with your efforts. Try this plan out each week until a consistent and thorough effort has been made to secure each prospect. Then take turn about, and where you find that you or some other has failed to induce certain prospects to sign up, try sending other members after them. What you may fail in, another may succeed in, and where another flunks you may win.

Oh, but this is hard work. Well, that is true enough, but remember that is the only way that anything can be accomplished. There are many other wild cat schemes to get members, but the fellow who screws himself right down to the practical method, and goes after his man personally will secure the most lasting results.



How To Land Your Prospect

(The Frame of Mind)

The influence that you will exert in convincing a prospect that he should join, depends largely upon the frame of mind that you are in while talking to him. Remember you must work upon the same principal that any salesman does, no matter the style of his ware. You must first believe in your goods. You must sincerely believe that you have something for sale which the man you are talking to absolutely needs. Next you must not expect your prospect to buy a membership from you at your first offer. I have never asked a man to become a member of this Order yet who said yes at once, and I have often had them emphatically declare that they positively would not join, and that I was wasting their time and my own talking to them. I was prepared for their NO, but they were not aware that in my mind I was resolving that they would say Yes before I finished with them. Your success in securing a candidate is certain if you think YES longer than he thinks NO. It is simply a clash of wills in which you are working at an advantage, because your prospect is placed upon the defensive, and in reply to your polite and earnest invitation must sign up, or be accused of a lack of patriotism. No true American regardless of what his excuse may be possesses a real reason for not becoming a member of this great American Brotherhood. In the matter of the proper frame of mind to use in selling membership in the Sons of America never allow yourself to think that you are asking a favor of a candidate when you do him that courtesy of inviting him to our ranks. In other words do not belittle the dignity of the Order in your efforts to secure candidates. Always have about you a certain quantity of pride, re-

membering at all times that no man who ever he may be is bigger than the Patriotic Order Sons of America. The frame of mind is largely governed by the character of your feeling toward your friend. You must be exceedingly cheerful. Your attitude must be extremely friendly, and the very tone of your voice itself must be vibrant with earnestness. More depends upon the persuasive tones of your voice than will upon heated discussion. Do not think that a blunt invitation to join will be met with anything but a blunt refusal. Don't argue! Most people like to argue because it does not cost anything, and sometimes gets the other fellow's "Goat," thereby providing at the expense of his good will a little cheap fun. In the final count a hot argument leaves all its participants out in the cold. In fact argument chills the prospect and drives him into those channels of self-defense which make his only concern the preservation of his sacred opinions. Incidentally the main question gets lost in the scramble of wits. Once more we repeat, fortify yourselves with belief in the goods you are selling, backed up with courageous advocacy of our cause, earnest pleading in the tones of your voice, courteous and friendly attitude, but a distinct degree of independence about you. THINK YES longer than he THINKS NO, and you will land the toughest prospect alive.

Printer's Ink and Other Advertising

Do You Ever Advertise?

Everyone is familiar with the old adages about advertising. The World at large in its myriad of endeavors recognizes the value of this agency, BUT VERY FEW OF OUR CAMPS DO. The continued success of our most prosperous Camps is mainly due to the constant and up-to-date advertising they use. Hundreds of

our Camps are still using that antiquated jumble of "Off Color" red, white and blue stationery printed somewhere around 1890, and stocked in large quantities by certain printing concerns in Pennsylvania, who made a specialty of supplying Camps with the necessary stationery at cheap prices. As a result the effect attempted through the mails was miserably weakened, and the impression that the Order as a whole is "cheap" gained headway. We are suffering to-day because of the misrepresentation of our Order by the use of this inartistic gingerbread printed matter. We have heard the complaint by several Camps that advertising was a waste of money. Upon inquiry we discovered that failure to bring results was due to the lack of REAL advertising. Now and then jibes don't work. It is the constant steady type of regular advertising that produces. Results from advertising do not come in spurts and jerks. It must be systematically and intelligently applied without lulls. That is the only kind that pulls.

The appearance must be the best. When you send a notice to the members about an entertainment or special meeting expend a little extra and secure the very finest. What would you think of a wedding invitation printed upon newspaper stock, or a business announcement written upon a school boy's tablet. Printers ink is a powerful implement if it is worked with real style and the best quality in workmanship and stock used.

A Local Camp Paper With Punch

Have You the Energy?

Many of our Camps have attempted to publish their own paper without much avail, hence we hear the criticism that these local Camp papers are not worth the while. We dispute the contention that the idea is a failure and declare

that it is the paper itself and the individuals responsible for its publication who simply do not know how to produce the type that will bring out the results. We have had the opportunity to examine numerous specimens of such endeavors from various kinds of organizations including our own, and the one striking characteristic about the majority of them is there lack of "pep" and punch in the way that they are constructed. The purpose of these papers is to arouse the interest of the inactive membership, therefore great stress should be laid upon the element called curiosity, pride in the Camp and the members duty to the Camp are the points that should characterize the general construction of a Subordinate Camp paper. Look at the great mass of these local Camp papers, and you will find that for the most part they lack the PUNCH that will make a member sit up and take notice.

Dismal Meeting Places

Is Your Camp Room Cheerful?

I have visited exactly 200 Camp halls, and I have found precisely 80 of them that were most assuredly a hindrance to the progress of the Camp, and some of them not fit for dogs. Dirty, dingy, tobacco spattered places which filled one immediately with repugnance. No hall however fine is too good for a body of Americans to assemble in, and it is well to bear in mind that very few Americans will frequent indecent appearing places, which do not dignify the name American. It should be the purpose of each Camp in this respect to exhibit as much pride in making the Camp room a pleasing and beautiful chamber, as any real American strives to furnish his home. A depressing atmosphere drives and keeps the members away.

Heeping Down Attencance By Passing Hat

Are You So Foolish?

"Lets take up a Camp town," is one of the most ancient customs in many organizations, to raise money for special purposes, and it is one of the most effective means known to keep down attendance. First—Why make the active member who does all the work pay for everything? Then why make the inactive fellow feel ashamed of himself when feed night comes around because he realizes that the active fellows have paid for his good time. The democratic idea is that all men should enjoy equal privileges, and like-wise perform equal duties. Therefore we suggest the fair-play method of raising funds for entertainment purposes, by designating that a certain portion of the dues each week, say one or two cents, shall be set aside to defray the expenses of such items. This plan works hardship upon no one and entitles all to the same privileges.

The Degree Team Bugs

Do They Attract Attendance?

One of the old arguments is the one dealing with that momentous question whether we should or should not initiate every candidate. We most undoubtedly should, but Lord pity the members of a Camp who have to tolerate a degree team that insists upon dragging the degree work into every meeting. Such degree teams seem to forget that the members who are not on the team have to sit and do nothing while ten or twelve others repeat each week's exhibition of their remarkable memories. Such Camps are indeed unfortunate. They have allowed the degree team to standardize the character of their meetings in such a manner that the Camp

itself has become stagnated. Very few members would object to one night a month or even two purposely set aside for the initiation of new members. Any party will break up if the minority insist upon playing "spin the plate" all the time.

Secretaries

What is a Perfect Secretary?

Much has been written to the effect that the life of an organization depends upon the life of the secretary. Lets put it this way. The death of an organization is certain if there is too much secretary. I know of dozens of secretaries who are the whole Camp, and that's about all there is to the Camp. I mean the secretary who writes up his minutes while the Camp is in session. This is the type of secretary who thinks that when the meeting is over the duties of his office have been filled. These secretaries are always the cause of drowsy lagging meetings on account of the great amount of delays they cause in the transaction of the business. Have you ever noticed them passing over to financial secretary in whispering consultation while the rest of the members sit around, and wonder what is going on up front. If we expect the members to take an active interest in the Camp meetings we must learn to conduct those meetings in such a fashion that the whole membership will feel itself a part of the deliberations. That can only be done by the officers staying awake, and manipulating the business of the Camp promptly, so that the members at all times are conscious of what is taking place. If the secretary thinks that the duties of his office are ended with the adjournment of Camp meeting he better get out of the way, and let the Camp get a secretary who will not try to be the Camp. On the other hand I am not trying

to criticise the secretary who is always hammering the membership in an effort to get them to take a proper interest in the Camp. This type of a secretary is the very best, but often he is not appreciated and is sometimes subject to much unjust criticism.

The Lazy Investigating Committee

Do You Realize This Menace?

"Oh I know that fellow, what's the use of me going to see him?" This is one of the most common expressions heard in a Camp room, when an investigating committee is appointed. As a result about twenty-five percent of all candidates proposed for membership never present themselves for initiation. The lazy Investigating Committees are the most provoking, and unnecessary evils in the P. O. S. of A. To argue the importance of visiting every candidate for membership, whether you know him or not seems useless effort, yet there are so few Investigating Committees who have the right conception of the duties of that committee, we feel that discussion of the subject is always timely. If there is nothing to investigate about a candidate then turn your Investigating Committee into a WELCOME COMMITTEE. Visit the candidate with the idea of making an impression upon him, by a manifestation of true American Fraternalism. Show him by your enthusiasm that you are glad that he is taking this step. Make your visit educational, by telling him about the cardinal features of the great Order that he is considering taking out a partnership in, and even though you may know all about him, make sure that he knows all about us, and the chances are that you will make a better member out of him. If every candidate for membership was forcibly impressed with the bigger ideas of this Order he might put a bigger part of himself in it.

Delays In Transaction of Business

One of the most unnecessary delays, is signing the Constitution. Why not have it signed in the anti-room while the Team is preparing for the lecture, or after the work is over, and then have the assistant secretary attend to it quietly while the camp is in session.

Camp 369 of Mt. Airy Works A Spot Light

They turn out all the lights during the initiatory ceremony, and throw a spot light upon each officer of the degree team as it becomes his turn to speak. This has a remarkable effect upon the candidate because his attention is not diverted by the presence of some friend whom he might see in a lighted room. The only man whom he sees, and hears are the officers of the degree team. Any Camp can work this stunt, by securing an electric flash light to be carried by the Conductor.

A Personal Talk at the Altar

A custom which tends toward making a good member out of a candidate is a personal talk just after he has been declared a member, by one of the best speakers in the Camp along the line of his direct responsibilities and duties to the Camp. He should be told that in six months time he will be dropped from the rolls if he is that far behind in his dues, and that there will be no one to run after him and coax him to pay up. A personal talk of this kind makes a deep impression upon the new member as he stands in front of the altar, because he realizes that what is being said to him is not memorized, and then by closing the talk with the kindest words of welcome possible. Never allow a single candidate to leave the altar before every member

in the room has shaken his hand, and welcomed him into our ranks.

Make The Investigating Committee Report

The Investigating Committee should sign up their reports before Camp begins, and not at the time the president calls for that order of business. This is one of the unnecessary delays, and it can be eliminated by the secretary or his assistant.

Weekly Stunt Committee

We can steal an idea from another organization who have wonderful success in bringing out the attendance. They have divided their membership into groups of five each, and each week five members are notified that next week it will be up to them to provide the entertainment for the organization. In this way many novel, interesting, and always different meetings are held. A regular entertainment committee runs out of ideas and soon become tired doing it all. I fail to see why this can not be worked in any Camp of the P. O. S. of A.

When You Eat—Eat Right

Do you think that a cup of coffee and a sandwich would induce you to give up your warm home in the winter to go to Camp, or do you think that a young fellow would give up his Wednesday night for sour krout and weenies? Not on your life. Listen, when you hold a banquet do something real, that will make them all talk. The only reason that we give "feeds" is to keep up the interest and make the members go out and tell their friends about it. Do you think anybody talks about cheese sandwiches? If you only have a feed once in a great while, make it worth while and the impression gained will last a long while.

How to Get Them Out to a Meeting

**Send Them Camp 478's Trick Letter
This Brought Out 200 Dead Ones**

Dear Sir and Brother:

You have been appointed upon a very important committee. Kindly present yourself to the secretary next Tuesday evening at 8 P. M.

Yours Fraternally,

Attest

President.

Recording Secretary.

What Do I Get Out Of It?

If a man wants to know what there is in this Order for him, tell him that there is not a solitary thing in it for him, and that he can not become a member until he gets a different idea in his system. If every member joined for what he could get out of it there wouldn't be anything for anybody to get.

Jabs In The Ribs

The President should always open his mouth when he addresses the Camp so that the members at the other end of the room will not forget that the Camp is in session. Many of them have an uncalled for amount of stage fright.

The secretary should not only read every communication that he receives, but should study the contents of each one, and advise the Camp how to act. Down with this "If there be no objections this communication will be received and filed."

Somebody please give that dopy moving Conductor a push. His position in a Camp is similar to that of an usher in a church, or thea-

tre, and you never see an usher moping around. The Conductor can relieve a great deal of monotony in Camp meeting by just stepping around as though he was alive.

The Financial Secretary should always have his report ready at the time the President calls for it, and not waste valuable time about eleven o'clock counting up his receipts. There's no reason for it.

The Recording Secretary often forgets that he is also the CORRESPONDING SECRETARY of the camp, and that there is nothing in the Constitution that says that he must never send the membership a good stiff letter every now and then. A good secretary watches the attendance, and where a Camp has solved the attendance problem you usually find that it has a secretary who keeps hammering the members through the mails.

Will The Relief Committee?

We blush at the negligence of some of our relief committees and rather than wrangle with them over the importance of performing the duties of their office, the most thoroughly of all others, we simply offer the suggestion that it is the earnest wish and prayer of every sincere Son of America that the relief committee would take a tumble to themselves and along with the other hindrances that keep a Camp down, brush off the rust, and attend to their work for at the time they became a candidate for the office that constitutes them a member of the relief committee they were not ignorant of its requirements.

Now Brother

The conclusion to this little booklet is here. The last question which I put to you is this, "Have you also reached a conclusion or has this sincere effort in your behalf aroused a desire to get out of the rut?" If you merely think it is nice composition and that there may be some good ideas in it, I shall be very sorry indeed for you having spent so much as a minute reading it. It has not been written for your amusement or for the extention of the writers "rep," and if it is to do you good and the Camp of which you are a member, good, it must be read again, and compared with the conditions that exist in your Camp, and then as you discover the weak points of your Camp, you must without a second's delay take the necessary steps to change conditions. This booklet will amount to much or nothing, dependent entirely upon how much you not only take from it, but how much you add to it. In other words work that brain of yours, get your Americanism aroused. The failure of a Camp of the P. O. S. of A. is a reflection upon the Americanism of its members, for a REAL BUNCH OF AMERICANS NEVER ADMIT DEFEAT.



